

```
? show files;ds
File 9:Business & Industry(R) Jul/1994-2006/May 08
  (c) 2006 The Gale Group
File 13:BAMP 2006/May W1
  (c) 2006 The Gale Group
File 15:ABI/Inform(R) 1971-2006/May 17
  (c) 2006 ProQuest Info&Learning
File 16:Gale Group PROMT(R) 1990-2006/May 17
  (c) 2006 The Gale Group
File 20:Dialog Global Reporter 1997-2006/May 17
  (c) 2006 Dialog
File 34:SciSearch(R) Cited Ref Sci 1990-2006/May W1
  (c) 2006 Inst for Sci Info
File 47:Gale Group Magazine DB(TM) 1959-2006/May 17
  (c) 2006 The Gale group
File 73:EMBASE 1974-2006/May 17
  (c) 2006 Elsevier Science B.V.
File 75:TGG Management Contents(R) 86-2006/May W1
  (c) 2006 The Gale Group
File 88:Gale Group Business A.R.T.S. 1976-2006/May 10
  (c) 2006 The Gale Group
File 122:Harvard Business Review 1971-2006/Apr
  (c) 2006 Harvard Business Review
File 144:Pascal 1973-2006/Apr W4
  (c) 2006 INIST/CNRS
File 148:Gale Group Trade & Industry DB 1976-2006/May 17
  (c) 2006 The Gale Group
File 149:TGG Health&Wellness DB(SM) 1976-2006/Apr W5
  (c) 2006 The Gale Group
File 211:Gale Group Newsearch(TM) 2006/May 17
  (c) 2006 The Gale Group
File 258:AP News Jul 2000-2006/May 17
  (c) 2006 Associated Press
File 276:ONTAP(R) D&B-Duns Market Identifiers
  (Copr. 1997 D&B)
File 340:CLAIMS(R)/US Patent 1950-06/May 11
  (c) 2006 IFI/CLAIMS(R)
File 348:EUROPEAN PATENTS 1978-2006/ 200619
  (c) 2006 European Patent Office
File 349:PCT FULLTEXT 1979-2006/UB=20060511,UT=20060504
  (c) 2006 WIPO/Univentio
File 570:Gale Group MARS(R) 1984-2006/May 16
  (c) 2006 The Gale Group
File 610:Business wire 1999-2006/May 17
  (c) 2006 Business wire.
File 613:PR Newswire 1999-2006/May 17
  (c) 2006 PR Newswire Association Inc
File 619:Asia Intelligence Wire 1995-2006/May 16
  (c) 2006 Fin. Times Ltd
File 621:Gale Group New Prod.Annou.(R) 1985-2006/May 17
  (c) 2006 The Gale Group
File 631:Boston Globe 1980-2006/May 16
  (c) 2006 Boston Globe
File 635:Business Dateline(R) 1985-2006/May 17
  (c) 2006 ProQuest Info&Learning
File 636:Gale Group Newsletter DB(TM) 1987-2006/May 16
  (c) 2006 The Gale Group
File 647:CMP Computer Fulltext 1988-2006/Jun W2
  (c) 2006 CMP Media, LLC
File 649:Gale Group Newswire ASAP(TM) 2006/May 09
  (c) 2006 The Gale Group
File 654:US Pat.Full. 1976-2006/May 16
  (c) Format only 2006 Dialog
File 674:Computer News Fulltext 1989-2006/May W2
  (c) 2006 IDG Communications
File 727:Canadian Newspapers 1990-2006/May 17
  (c) 2006 Southam Inc.
File 991:NewsRoom 2005 Jan 1-2005/oct 31
  (c) 2005 Dialog
File 992:NewsRoom 2004 Jan 1-2004/Dec 31
  (c) 2005 Dialog
File 993:NewsRoom 2003
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(c) 2005 Dialog
File 994:NewsRoom 2002
(c) 2005 Dialog
File 995:NewsRoom 2001
(c) 2005 Dialog
File 996:NewsRoom 2000
(c) 2005 Dialog

Set	Items	Description
S1	232	(AGREE AND DEFER)(6N)(BUTTON? ? OR CLICK? OR SELECT?)(30N)- (GENERAT? OR OUTPUT? OR CREAT? OR PRINT?)(10N)(REPORT OR SUMM- ARY OR BRIEFING OR SUMMARIES OR DESCRIPTION OR ABSTRACT) OR (- SUMMARY OR EXECUTIVE)(REPORT?(30N)(TRANSACTION? OR PURCHASE)- (30N)(MULTILIN
S2	91	S1 NOT PY>2000
S3	64	RD (unique items)

? t3/3,k/all

3/3,K/1 (Item 1 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2006 The Gale Group. All rts. reserv.

01657574 Supplier Number: 24391037 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Allstate Seeks Boost With Multiline Clients
(Allstate focusing on multiline clients to expand in own book of business)
National Underwriter Property & Casualty, v 102, n 38, p 27
September 21, 1998
DOCUMENT TYPE: Journal ISSN: 1042-6841 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 536

ABSTRACT:
Allstate is concentrating on its multiline clients to become bigger
within its own book of business, according to Allstate officials. A company
official said its multiline customers are happier and more loyal than
other customers. Also, the multiline clients provide more referrals and
enhance Allstate's profits. The executive reported multiline
customers generally purchase homeowners insurance as their second line,
which is a very large line for Allstate. He...

3/3,K/2 (Item 1 from file: 13)
DIALOG(R)File 13:BAMP
(c) 2006 The Gale Group. All rts. reserv.

00558858 Supplier Number: 24040981 (USE FORMAT 7 OR 9 FOR FULLTEXT)
The look before the leap
(Advice is provided on how to assess a health facility and its equipment in
preparation for integration or consolidation)
Article Author(s): Hunter, Wayne; Barry, Joan S
Health Facilities Management, v 10, n 10, p 42, 44+
October 1997
DOCUMENT TYPE: Journal; Guideline ISSN: 0899-6210 (United States)
LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2085

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:
...The committee presents the department manager with the capital equipment
that it will approve for purchase for the next two years and a projection
of future acquisitions for the following three...

...these meetings. Budget totals, by capital year and priority code, should
be presented in a spreadsheet summary for analysis at the various stages
of review. A summary report is then produced for final committee
approval.

Facilities consolidation process

Facilities integration or consolidation involves...

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? show files;ds
File 13:BAMP 2006/May w1
  (c) 2006 The Gale Group
File 15:ABI/Inform(R) 1971-2006/May 17
  (c) 2006 ProQuest Info&Learning
File 16:Gale Group PROMT(R) 1990-2006/May 17
  (c) 2006 The Gale Group
File 20:Dialog Global Reporter 1997-2006/May 17
  (c) 2006 Dialog
File 80:TGG Aerospace/Def.Mkts(R) 1982-2006/May 16
  (c) 2006 The Gale Group
File 148:Gale Group Trade & Industry DB 1976-2006/May 17
  (c) 2006 The Gale Group
File 149:TGG Health&wellness DB(SM) 1976-2006/Apr w5
  (c) 2006 The Gale Group
File 180:Federal Register 1985-2006/May 17
  (c) 2006 format only DIALOG
File 194:FBODaily 1982/Dec-2006/Feb
  (c) format only 2006 Dialog
File 275:Gale Group Computer DB(TM) 1983-2006/May 16
  (c) 2006 The Gale Group
File 484:Periodical Abs Plustext 1986-2006/May w2
  (c) 2006 ProQuest
File 485:Accounting & Tax DB 1971-2006/May w2
  (c) 2006 ProQuest Info&Learning
File 545:Investext(R) 1982-2006/May 17
  (c) 2006 Thomson Financial Networks
File 613:PR Newswire 1999-2006/May 17
  (c) 2006 PR Newswire Association Inc
File 619:Asia Intelligence Wire 1995-2006/May 16
  (c) 2006 Fin. Times Ltd
File 621:Gale Group New Prod.Annou.(R) 1985-2006/May 17
  (c) 2006 The Gale Group
File 624:McGraw-Hill Publications 1985-2006/May 17
  (c) 2006 McGraw-Hill Co. Inc
File 635:Business Dateline(R) 1985-2006/May 17
  (c) 2006 ProQuest Info&Learning
File 636:Gale Group Newsletter DB(TM) 1987-2006/May 16
  (c) 2006 The Gale Group
File 641:Rocky Mountain News Jun 1989-2006/May 17
  (c) 2006 Scripps Howard News
File 649:Gale Group Newswire ASAP(TM) 2006/May 09
  (c) 2006 The Gale Group
File 654:US Pat.Full. 1976-2006/May 16
  (c) Format only 2006 Dialog
File 674:Computer News Fulltext 1989-2006/May w2
  (c) 2006 IDG Communications
File 741:(Norfolk)Led./Pil. 1990-2006/May 11
  (c) 2006 Virg.-Pilot/Led.-Star
File 813:PR Newswire 1987-1999/Apr 30
  (c) 1999 PR Newswire Association Inc
File 990:NewsRoom Current Nov 1 -2006/May 17
  (c) 2006 Dialog
File 991:NewsRoom 2005 Jan 1-2005/Oct 31
  (c) 2005 Dialog
File 992:NewsRoom 2004 Jan 1-2004/Dec 31
  (c) 2005 Dialog
File 993:NewsRoom 2003
  (c) 2005 Dialog
File 994:NewsRoom 2002
  (c) 2005 Dialog
File 995:NewsRoom 2001
  (c) 2005 Dialog
File 996:NewsRoom 2000
  (c) 2005 Dialog
```

Set	Items	Description
S1	119	(NEGOTIAT?)(5N)(CONTRACT? ?)(5N)(SOFTWARE OR ONLINE OR ON(- LINE OR ELECTRONIC? OR WEBSITE OR WEBPAGE)(30N)(PURCHASE OR - PURCHASING OR BUY OR BUYING OR BUILDING)(5N)(REAL()ESTATE OR - HOUSE OR HOME OR CONSTRUCTION)(20N)(CLICK? OR SELECT? OR INIT- IAL?)(3N)(AGRE

S2 78 RD (unique items)
? t2/3,k/all

2/3,K/1 (Item 1 from file: 13)
DIALOG(R)File 13:BAMP
(c) 2006 The Gale Group. All rts. reserv.

01006609 Supplier Number: 132241049 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Planning & managing meetings.

Business Travel News, v 22, n 7, p 39
April 25, 2005
DOCUMENT TYPE: Journal ISSN: 8750-3670 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 5127

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...or upgrades for VIPs. Travel agencies might be able to provide these.

D. If your negotiated airline rate will involve attendees calling a toll-free number or registering through the carrier...

...a final manifest of all attendees' schedules, so you can al range ground transfers.

VI. CONTRACTS

Just as goals form the foundation for a meeting's content, contracts form the foundation for a successful meeting by cementing what is expected of the meeting sponsor and the facility. When negotiations are concluded, get everything in writing. Even when both parties have the best intentions, misunderstandings...

...arise.

A. Whether or not your company has created a formal policy that mandates all contracts be signed by your corporate travel manager, meetings manager, the company's internal purchasing or legal department, it is wise to solicit their contractual review. Even if you do not personally sign a contract, liability exists simply by being involved in the process--especially in hotel negotiations , where the trend is toward stricter enforcement of attrition and cancellation penalties by hotels.

B. During the site selection and negotiation process, ask to see a facility's standard contract , especially the fine print on deposit, payment, attrition and termination and cancellation policies. Negotiate a final agreement that incorporates the meeting facility's standard language and your firm's standard language into the contract .

C. To be enforceable, a contract must comply with contract laws: It must specify definite terms, be accepted by both sides and signed by people ...

...enter into the agreement. Following are some elements that should be in each of your contracts :

1. Meeting sponsor and contacts

2. Facility name and contacts

3. Dates of function

4...

...as well as other state and local regulations

25. Equipment inventory

26. Recreation charges

27. No -walk guarantees

28. Toll-free and local telephone call charges